



**Proceedings  
Kentucky Grazing  
Conferences**

**Turning Grass into Ca\$H:  
Opportunities in Grassland Agriculture**



October 30, 2018

Christian County Ext. Office  
Hopkinsville, KY 42240

November 1, 2018

Clark County Ext. Office  
Winchester, KY 40391

Presented by:  
Kentucky Forage and Grassland Council  
University of Kentucky College of Agriculture, Food and the  
Environment



Dr. Chris Teutsch and  
Christi Forsythe, editors





## Schedule for both Locations

# Turning Grass into Ca\$h: Opportunities in Grassland Agriculture

All times local

- 7:45 am Registration, exhibits, silent auction and refreshment
- 8:45 am Welcome and Introductions – Chris Teutsch
- 9:00 am **Measuring profitability - Kenny Burdine, University of Kentucky**
- 9:30 am **Considerations for making a profit with stockers - Jeff Lehmkuhler, University of Kentucky**
- 10:00 am Break, visit sponsors and silent auction
- 10:30 am **Grazing dairies: Challenges and opportunities - Howard Straub, III, Dairy Manager, KBS at Michigan State University**
- 11:00 am **Turning grass into CA\$H with small ruminants – Ken Andries**
- 11:30 pm KFGC Business Meeting
- 12:00 pm Lunch
- 1:00 pm Forage Spokesperson Contest (Winchester only)
- 2:00 pm **Grass finished beef: melding production and marketing - Michael Palmer, Palmer Farms (Hopkinsville, KY location) and Todd Clark, Clark Family Farms (Winchester, KY location)**
- 2:30 pm **Keys to optimizing profitability in cow-calf production- William & Becky Slaton**
- 3:00 pm **Managing risk in grazing operations - Chris Teutsch and Kenny Burdine**
- 3:30 pm Turn in surveys and adjourn



# Foreword

The Kentucky Grazing Conference has been a staple in forage outreach in the state of Kentucky for nearly two decades. Each year, we focus on recruiting high quality speakers to address topics relevant to producers now. It is our hope you will find this program informative and beneficial, and will be able to take home at least one idea or practice to implement in your program.

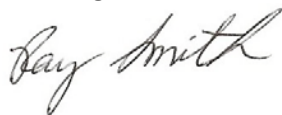
The theme of this year's conferences is "Opportunities in Grassland Agriculture". Grassland agriculture represents one of the most sustainable forms of modern agricultural production and the greatest opportunity for new people wanting to enter agriculture. Capital investments and land requirements are relatively low, compared to many other commercial agricultural enterprises.

On behalf of the program committee, we want to thank the Kentucky Forage and Grassland Council for their continued support of this program. Special thanks to the speakers for providing their presentations and papers for the proceedings. This meeting would not be possible without the support of the many exhibitors as well; please take a moment to visit with them during the breaks.

Special thanks are extended to Mrs. Krista Lea for her efforts in program planning and registration. We would also like to extend a special thank you to Mrs. Christi Forsythe for preparing, editing, and printing the proceedings.

I would encourage you to stay up-to-date with the latest forage research and educational programs in Kentucky by subscribing to our online newsletter, *Forage News*, on newly updated and mobile friendly website that can be found at <https://forages.ca.uky.edu/> or by simply googling "KY Forages". In addition to the subscription link, you will find a wealth of publications and other resources to improve your forage management and list of upcoming events. We also want to encourage you to use the NEW and Improved KYForages YouTube Channel found at <https://www.youtube.com/c/KYForages>. This YouTube Channel houses hundreds of videos from past conferences and meetings that focus on improved forage and grazing management.

With regards,



Dr. S. Ray Smith  
Forage Specialist – Lexington  
University of Kentucky



Dr. Chris Teutsch  
Forage Specialist – Princeton  
University of Kentucky





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